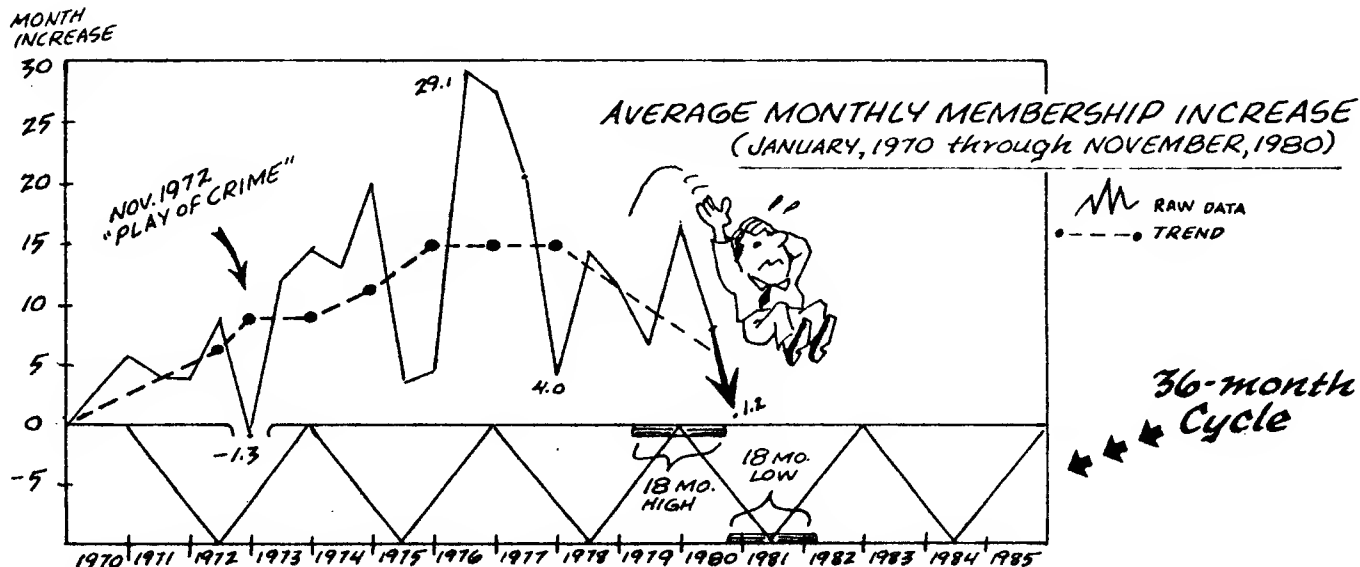


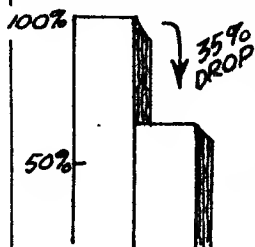
CURRENT TRENDS

There is a discernable pattern (or cycle) of growth within the Teaching. With the study of octaves we learned that SHOCKS can keep an octave going in a desired direction. If we know the pattern of a cycle we can use shocks to either reinforce a positive direction ~ or reverse a trend that is undesirable. "The cyclic FORCE may be inevitable, but the cyclic RESULT in many instances is subject to our will - IF WE KNOW IN ADVANCE ABOUT THE FORCE." (from "Cycles")

The Teaching is NOW in the need of a POSITIVE SHOCK!



* The 36 month cycle of GROWTH (18 months of HIGH growth followed by 18 months of LOW growth) HAS ENTERED THE LOW GROWTH PHASE. (OCT, 1980 to APR. 1, 1982)



The 18-MONTH LOW CYCLE has, in the past, resulted in a 35% drop in the number of new students.



That could mean a drop (from 685) to 445 new students for the 18-month low phase

... which means 25 new students per month (compared to 38 for the preceding 18 months)

* LEAVING THE TEACHING

The number that will quit the Teaching during the low phase may vary from 250 to 400 (based on past percentage Fluctuations) That would be from 14 to 22 per month.

However...

There has been an UNUSUALLY HIGH QUITTING RATE for the past five months (since June) - An average of 37 per month! (If this continues 666 students will quit.)

Result...

Without some kind of shock to reverse the trend ~ there will be little, if any, growth.

There may even be a drop of 200 or more from October's membership of 1380 students.

Recommendations:

* NOW is the time for the Fellowship to RESTRICT SPENDING at ALL levels ("from the top on down") as many students are reaching their financial limits - and depending upon rising membership to increase revenue seems unlikely.

* The Fellowship NEEDS a POSITIVE change of direction - or shock - to reverse the current trends. At the least, more effort should be made to eliminate NEGATIVE SHOCKS (such as increased "donations", fines, misuse of power, etc.). A downward trend can quickly gather momentum ~ and the result could be even worse than predicted.

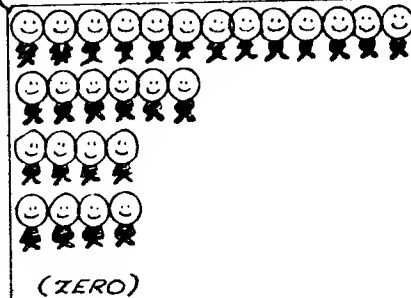
Center Information

Centers, with few exceptions, have a growth life of four years ~ after that they level off or lose more members than they gain.

GAIN:

The average growth rate for all centers since January, 1970:

YEAR JOIN-QUIT
1ST} 18-5
2ND} 15-9
3RD} 11.5-7.5
4TH} 12.5-8.5
5TH} 8.5-8.3



Part of the reason for the current slow-down in the growth rate is the large number of older centers (20 centers have been in existence for 4 years or more).

... The older centers have had ZERO growth in 1980 (through October) 120 have joined ~ and 120 students have quit.

~ New Centers (under 4 years)

	NET INCREASE (1980: JAN-OCT)	INCREASE COMPARED WITH AVERAGE FOR AGE OF CENTER
1. MEXICO CITY	16	+5
2. PARIS	10	+5 1/2
3. LONDON	9	+3 1/2
4. AMSTERDAM	9	-5
5. COPENHAGEN	8	-5
6. FRANKFURT	7	+2
7. KANSAS CITY	2	-9
8. ZURICH	0	-1
8. NEW HAVEN	0	-4 1/2
10. TORONTO	-1	-6
11. VANCOUVER	-4	-7 1/2
12. EAST BAY	-5	-10

~ OLDER CENTERS

1. ATLANTA	6	+6
2. NEW ORLEANS	6	+2 1/2
3. NEW YORK	5	+1 1/2
4. SANTA BARBARA	4	+6
5. PORTLAND	3	+3 1/4
6. NEWPORT BEACH	2	+1 3/4
6. PITTSBURGH	2	+1 3/4
8. LOS ANGELES	1	+4
8. BOSTON	1	-2 1/2
10. SAN DIEGO	0	+1 3/4
10. CHICAGO	0	-3 1/4
10. MARIN	0	-3 1/4
13. PALO ALTO	-1	-3/4
13. WASH. D.C.	-1	-3/4
13. PHILADELPHIA	-1	-4 1/4
16. CARMEL	-3	+1
17. SACRAMENTO	-4	-2 1/4
18. RENO	-6	-3
18 SEATTLE	-6	-4 1/4
20 SAN FRANCISCO	-8	-3

New Students (TO 9/30/80) (YEARLY AVERAGE)

1. LONDON	41.4	16. COPENHAGEN	10.9
2. PARIS	36	17. PHILADELPHIA*	10
3. NEW YORK*	28.7	18. KANSAS CITY	9.4
4. FRANKFURT	23.4	19. PORTLAND*	8
5. MEXICO CITY	19	20. NEWP. BEACH	7.3
6. LOS ANGELES*	17	21. EAST BAY	7.1
6. BOSTON*	17	22. PALO ALTO*	7.0
8. TORONTO	16.5	23. CARMEL*	6.7
9. SAN FRANCISCO*	16.3	24. MARIN	6.5
10. CHICAGO*	14	25. SACRAMENTO*	6.3
11. WASH. D.C.*	13	25. SANTA BARB.*	6.3
12. VANCOUVER*	12.8	25. PITTSBURGH*	6.3
13. ATLANTA	12.3	28. NEW HAVEN	6
14. SEATTLE	11.7	29. RENO	4.3
15. AMSTERDAM	11	30. ZURICH	0
		31. NEW ORLEANS*	9.3
		32. SAN DIEGO*	4.3

* 3-YEAR AVERAGE

Retention Rate (THROUGH SEPT., 1980)

1. FRANKFURT	62%	15. SANTA BARBARA	46.2%
2. ATLANTA	61%	16. WASH. D.C.	45%
3. PITTSBURGH	60%	17. NEWP. BEACH	42.8%
4. LONDON	56%	18. MARIN	42%
5. PHILADELPHIA	52.4%	19. LOS ANGELES	40%
6. VANCOUVER	52%	20. RENO	39%
7. NEW ORLEANS	51.7%	21. SACRAMENTO	38%
8. CHICAGO	51.6%	22. CARMEL	37%
9. PARIS	49%	23. SAN FRANCISCO	25%
10. PORTLAND	48.24%	24. NEW YORK	44%
11. SAN DIEGO	48.2%	25. PALO ALTO	43.3%
12. TORONTO	47%		
12. SEATTLE	47%		
12. BOSTON	47%		

~ Centers with less than 20 NEW STUDENTS are not included.

Center Information

Center performance rating (combining NET INCREASE, RETENTION RATE and NUMBER OF NEW STUDENTS).

Above average: **Average:** **Below average:**

1. LONDON
2. PARIS
3. MEXICO CITY
4. FRANKFURT
5. ATLANTA
6. NEW YORK
7. LOS ANGELES
8. BOSTON
9. NEW ORLEANS
10. CHICAGO

1. PORTLAND
2. SANTA BARBARA
3. TORONTO
4. WASHINGTON, D.C.
5. VANCOUVER
6. PITTSBURGH
7. NEWPORT BEACH
8. PHILADELPHIA
9. AMSTERDAM
10. COPENHAGEN

1. SAN FRANCISCO
2. SEATTLE
3. PALO ALTO
4. KANSAS CITY
5. SAN DIEGO
6. CARMEL
7. MARIN
8. EAST BAY
9. SACRAMENTO
10. NEW HAVEN
11. RENO

Retention rate (by area)

New Students (YEARLY)

1. EUROPE	57 %	28
2. SOUTH	51 %	12 1/2
3. MIDWEST	50.4 %	10 1/2
4. EAST	48.4 %	16 1/2
5. NORTHWEST	47.5 %	17
6. CANADA	46.8 %	13
7. SO. CALIF.	42.9 %	15
8. NO. CALIF.	42 %	6
9. MOUNTAIN (ARI., COLO., UTAH)	39.6 %	6 1/2

Recommendations:

* **POSSIBLE CLOSURES:** San Diego, Reno, New Haven, Pittsburgh, Santa Barbara, Marin, Kansas City, Carmel, and Toronto

* Perhaps now is the time to begin **NEW CENTERS**. The 20 older centers have gained an average of 8.6 students - and have lost an equal amount. Newer centers (under 4 years) average 15.3 new students - and have an average of 10 quitting (per year).

Possible sites for new centers:
Dublin, Ireland; Helsinki, Finland;
Calgary, Canada; Edmonton, Canada;
Indianapolis, Indiana; Bangor, Me.;
Austin, Texas; Charleston, S.C.; Nashville,
Tenn.; Lexington, Ky.; Raleigh, N.C.;
Little Rock, Ark.

* Students per center:

The most effective size for a center is from 25 to 39 students (They are **FOUR TIMES** as likely to attract 10 students or more per year than a center with 19 students or less).

If possible, relocate students from larger centers to:

CHICAGO, KANSAS CITY, NEWPORT BEACH, PORTLAND, SANTA BARBARA, and SEATTLE.

Teaching Payments

Many students are under **EXTREME FINANCIAL PRESSURE**. The 1977 questionnaire indicated that 34% of the students had incomes of \$5000 or less. Some are now paying up to 60% of their salary for teaching payments and donations.

Europe, with payments less than 1/2 of U.S. students, is showing a growth rate that is 2 1/2 times greater than the United States.

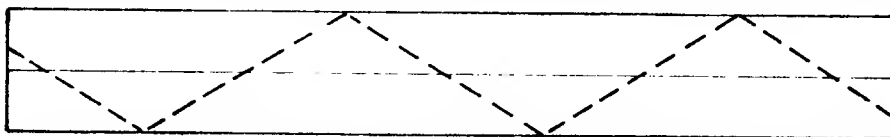
RECOMMENDATION: More flexibility in teaching payments by allowing center directors to make special payment reductions for hardship cases.

Cycles

Rodney Collin stressed the use of cycles in "The Theory of Celestial Influence" (planetary cycles, cycles of growth and war, etc.). Cycles are based on the observation that: (1) Almost everything fluctuates (2) Many things fluctuate in cycles or waves, and (3) Many of these waves repeat so regularly, so dominantly, and so many times, that they cannot possibly be accidental or ascribed to chance.

The word "Cycle" comes from a Greek word for "circle." Actually, the word cycle means "coming around again to the place of beginning."

Diagram of
a CYCLE:

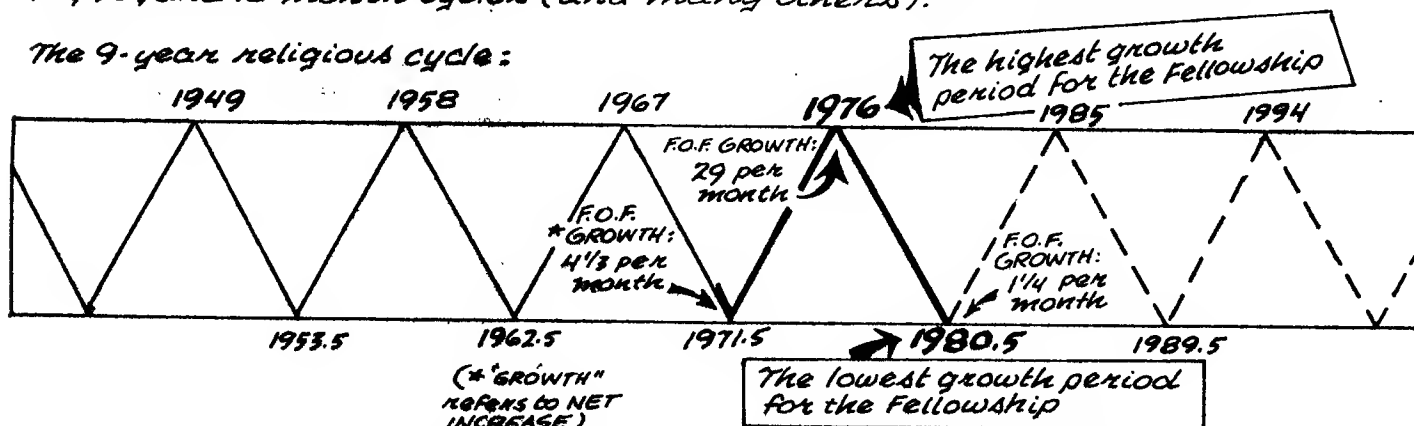


A cycle comes back to the place where it started.
A rhythmic cycle comes back at reasonably regular time intervals.

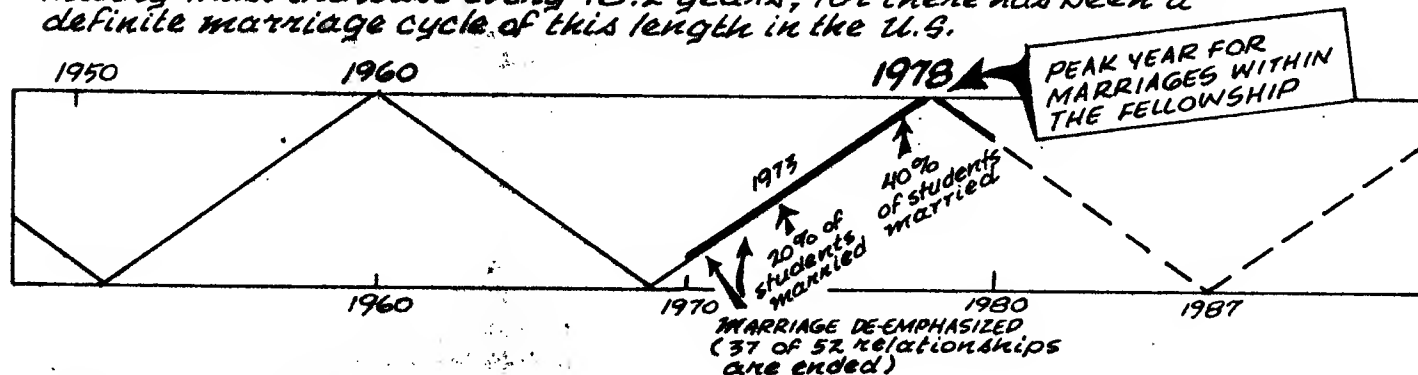
Just as there are OCTAVES within OCTAVES, there are CYCLES within CYCLES (for example, a "forced" or man-made cycle; the YEAR, contains the cycles of months, weeks, days, hours, and minutes).

Religious organizations have a **Membership Growth Cycle**, that seems to affect all denominations simultaneously ~ and independently of geography or creed. There is a tendency for people to "return to God" every **NINE YEARS** ~ in a cycle. The Fellowship seems to follow this 9-year cycle ~ and within that cycle there are 42, 36, and 18 month cycles (and many others).

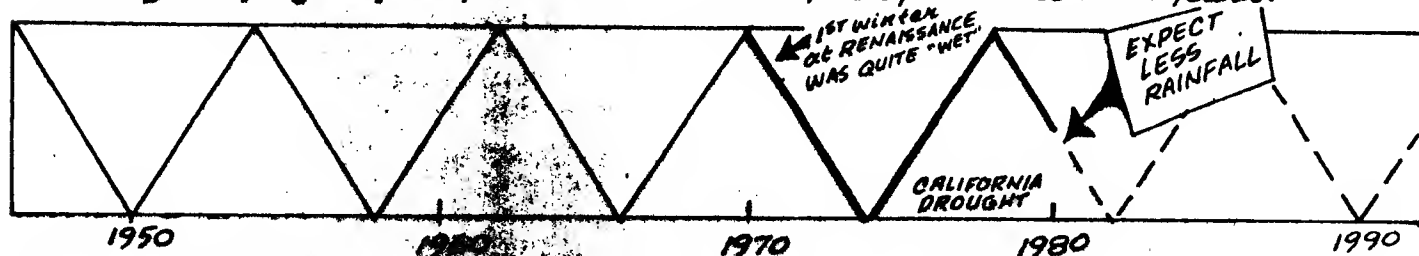
The 9-year religious cycle:



The **Cycle of Marriage** has been traced back to 1867. The tendency to marry must increase every 18.2 years, for there has been a definite marriage cycle of this length in the U.S.



The **Cycle of Rainfall**, traced back to 1881, has proved to be 8-years.



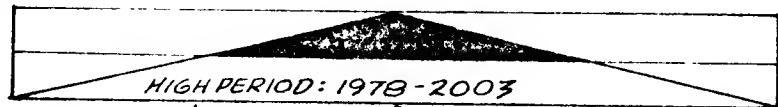
Cycles

"By the Law of Periodical Repetition, everything which has happened once must happen again and again ~ and not capriciously, but at regular periods... the same Nature which delights in periodical repetition in the skies is the Nature which orders the affairs of the earth. Let us not underrate the value of that hint."

Other than the cycles already diagrammed, some more are listed below that may be of interest:

* Earthquake cycle

50-YR. CYCLE

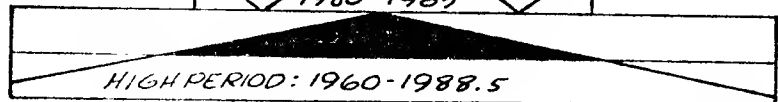


* War (International Battle Index)

9.6-YR. CYCLE

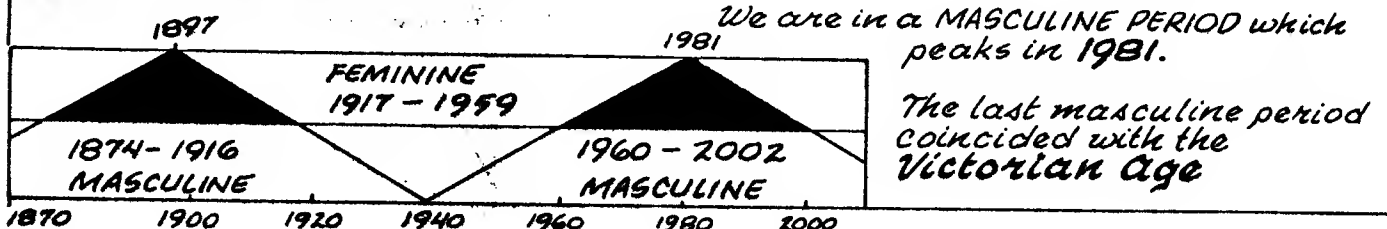


* War - 57-YR. CYCLE



Rodney Collin, in "The Theory of Celestial Influence" writes about the CYCLE of REGENERATION. It's cyclic length is 165 years. The current cycle peaked in 1950 ~ and remains in the high phase until 1991.

Collin also wrote about the 84-year Cycle of Sex. He speaks of a masculine period and a feminine period. "In the masculine periods, the whole idea of sex will be hedged round with questions of honour, rivalry, morals... it will be that which is most of all hard to get. In the feminine periods, on the contrary, it will be full of ease and invitation."



* The ATMOSPHERIC OZONE CYCLE (9 2/3-YEARS): Collin wrote, "An increase in ozone is well known to have a highly stimulating effect on the sex and tone of all living creatures, including man." It's 4.8-year HIGH phase began in mid-1980.

* Creativity cycle (7.6-months) Records and diaries indicate that Goethe, Schubert, Keats, Shelley, Mozart, Wagner and others reached creative peaks approximately every 7.6 months.

The records for the Fellowship show that each "high point" of a cycle is lower than the preceding high point. In membership growth the first high cycle showed a membership increase of 251%; the second peak, 157%; and the third; 112%. Edward Dewey ("Cycles") writes, "Growth, like almost everything else, obeys laws, and the law of growth is very simple; everything in the universe that grows will grow at a slower and slower rate as it grows older, and it will eventually level off and attain a stability from which it will die UNLESS SOMETHING NEW (A SHOCK) IS ADDED TO CREATE A 'REBIRTH'."

* CYCLES are useful in verifying mechanicality on another level ~ and to predict events. However, the study of cycles CAN NEVER GIVE COMPLETE FORE-KNOWLEDGE. There will ALWAYS be accidental variations and non-cyclic factors that will enter into every situation, no matter how much we know about cycles."

H. Wirk
Amsterdam
12/16/80

	Joined	Quit	Net Increase	RETENTION RATE
1. Mexico City	21	5	+16	76%
2. Copenhagen	15	3	+12	80%
3. Amsterdam	15	4	+11	73%
4. Paris	41	30	+11	27%
5. London	34	24	+10	29%
6. New York	25	18	+7	28%
7. Portland	8	3	+5	62%
8. Boston	13	8	+5	38%
9. Santa Barbara	6	2	+4	66%
10. Atlanta	12	8	+4	33%
<hr/>				
11. Washington, D.C.	14	10	+4	28%
12. New Orleans	7	4	+3	43%
12. San Diego	7	4	+3	43%
14. Philadelphia	9	6	+3	33%
15. Zurich	2	0	+2	100%
16. Pittsburgh	5	3	+2	40%
17. Newport Beach	6	4	+2	33%
18. Kansas City	7	6	+1	14%
19. Los Angeles	16	15	+1	6%
20. Frankfurt	19	18	+1	5%
<hr/>				
21. Chicago	11	12	-1	(-9%)
22. New Haven	4	5	-1	(-25%)
23. Carmel	3	5	-2	(-66%)
24. Toronto	11	14	-3	(-27%)
25. Vancouver	5	8	-3	(-60%)
26. Marin	1	5	-4	(-400%)
27. Palo Alto	6	12	-6	(-100%)
28. Reno	3	9	-6	(-200%)
29. Sacramento	4	11	-7	(-127%)
30. East Bay	4	12	-8	(-200%)
31. Seattle	5	13	-8	(-160%)*
32. San Francisco	10	23	-13	(-130%)
<hr/>				
33. Miscellaneous	3	22	-19	(-633%)

Retention Rate (by area)

1. Southern California and Mexico	46%
2. Europe	29%
3. East Coast	28%
4. Midwest & South	19%
5. Northwest & Canada	(-32%)
6. Northern California	(-146%)

1980 Fellowship Growth

	JOIN	QUIT	NET
JAN.	27	28	-1
FEB.	33	21	+12
MAR.	43	25	+18
	103	74	+29
APR.	24	18	+6
MAY	43	21	+22
JUN.	30	45	-15
	97	84	+13
JUL.	36	56	-20
AUG.	31	30	+1
SEP.	34	24	+10
	101	110	-9
OCT.	27	32	-5
NOV.	23	44	-21
DEC.	26	29	-3
	76	105	-29

TOTAL JOINING
377

TOTAL QUITTING
373

NET INCREASE
+4

(RETURNEES and OTHERS = 10)

Total
Membership
1360

Europe

	NET INCREASE
1. Copenhagen	12
2. Amsterdam	11
3. Paris	11
4. London	10
5. Zurich	2
6. Frankfurt	1
	+47

So. Calif. & Mexico

1. Mexico City	16
2. Santa Barbara	4
3. San Diego	3
4. Newport Beach	2
5. Los Angeles	1
	+26

East Coast

1. New York	7
2. Boston	5
3. Washington, D.C.	4
4. Philadelphia	3
5. Pittsburgh	2
6. New Haven	-1
	+20

No. California & Nev.

1. Carmel	-2
2. Marin	-4
3. Reno	-6
4. Palo Alto	-6
5. Sacramento	-7
6. East Bay	-8
7. San Francisco	-13
	-46

N.W. & Canada

1. Portland	5
2. Toronto	-3
3. Vancouver	-3
4. Seattle	-8
	-11

Midwest & South

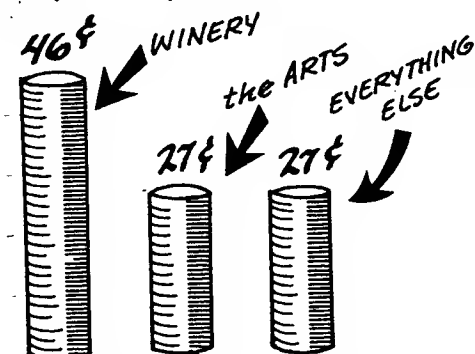
1. Atlanta	4
2. New Orleans	3
3. Kansas City	1
4. Chicago	-1
	+7

INCOME from all sources

1979 INCOME \$3.1 MILLION
1980 INCOME \$3.7 MILLION
INCREASE = 19%

EXPENSES

out of every \$1.00 spent:



New Students (one year period ending April 20, 1980)

1	2	3	4	5	6	7	8	9
1	New York	49						
2	Paris	44						
3	London	37						
4	Munich	27						
5	Boston	21						
6	Toronto	20						
7	Los Angeles	20						
8	Seattle	15						
9	Philadelphia	14						
10	Vancouver	13						
11	Wash. D.C.	13						
12	Chicago	11						
13	Portland	11						
14	Montreal	11						
15	San Francisco	11						
16	New Orleans	10						
17	Minneapolis	9						
18	Atlanta	9						
19	(Misc.)	8						
20	Sacramento	8						
21	Palo Alto	8						
22	Newport B.	7						
23	Santa Barb.	7						
24	New Haven	7						
25	Kansas City	6						
26	San Diego	6						
27	Reno	6						
28	East Bay	6						
29	(Copenhagen)	(6)						
30	Detroit	5						
31	Marin	5						
32	Baltimore	5						
33	(Amsterdam)	(5)						
34	(Mexico City)	(4)						
35	Carmel	4						
36	Las Gatos	3						
37	Cincinnati	1						
38	St Louis	1						
39	(Stockholm)	(0)						
40	(Hawaii)	(0)						
41	(Frankfort)	(0)						
42								
43								
44								
45								
46								
47								
48								

New Students
(12 Mo. Ave. No.)

1. Europe 29.7
2. Eastern U.S. 16.6
3. Eastern Canada 15.5
4. Northwest 13
(INCLUDING VANCOUVER)
5. The South 9.5
6. Southern Calif. 8.8
7. Northern Calif. 6.4
8. The Midwest 5.5

Centers ~

New Centers - since July, 1976 (26 centers)
Average 9 new students (the first year)
" 12 " (the second year)
(An average of 11 leave the teaching)

The net increase is 10 (over two years)
~ Before July, 1976 the increase was 30
(for the 1st two years)

170 students now reside within Europe
361 live within the eastern U.S.
(including the South & eastern Canada)
850 live within the western U.S.
(including western Canada and Mexico)

2,996 people have joined the teaching
46% remain (1381)

Out of 10 new students
~ after one year = 7 remain
" 2 years = 6 "
" 3 " = 5 "
" 4 " = 5 "
" 5 " = 4 "
" 6 " = 4 "
" 7 " = 3 "
" 8 " = 2 "

Sex: 60% Male, 40% Female

PERCENT INCREASE (12 mo. 5/79-4/80)

2-year total

NEW STUDENTS (Percent change over 3 yrs.)

1. Paris	+26
2. New York	+19
3. Munich	+18
4. Philadelph.	+14
5. Boston	+11
6. London	+10
7. Toronto	+10
8. Vancouv.	+6
9. Palo Alto	+6
10. Copenh.	+6
11. Portland	+5
11. Kansas C.	+5
13. Reno-Tah.	+4
13. San Diego	+4
13. Santa Bar.	+4
13. Santa Cr.	+4
13. Montreal	+4
13. Baltimore	+4
13. Mexico C.	+4
13. Seattle	+4
21. Newpt. B.	+3
21. *Amsterd.	+3
23. Minneap.	+2
23. *New Haven	+2
25. Chicago	+1
25. Detroit	+1
25. New Orl.	+1
25. St. Louis	+1
29. Los Angel.	0
29. Pittsb.	0
29. *Stockholm	0
29. *Frankfort	0
29. *Hawaii	0
34. Carmel	-1
34. Atlanta	-1
34. Cincinnati	-1
34. Marin	-1
38. Sacram.	-3
38. Wash. D.C.	-3
40. Las Gatos	-4
40. East Bay	-4
42. San Franc.	-5

		YR. AVE.
1. London	+49	(24.5)
2. Paris	+20	(10)
3. New York	+18	(9)
4. Munich	+16	(8)
4. Seattle	+16	(8)
6. Chicago	+14	(7)
7. Atlanta	+13	(6.5)
7. Minneap.	+13	(6.5)
9. Los Angel.	+12	(6)
9. New Orl.	+12	(6)

11. Boston	+11	(5.5)
12. Toronto	+10	(5)
13. Palo Alto	+8	(4)
14. Newp. Bch.	+7	(3.5)
14. New Haven	+7	(3.5)
16. Santa Bar.	+5	(2.5)
16. Wash. D.C.	+5	(2.5)
16. Philadel.	+5	(2.5)
16. Vancouv.	+5	(2.5)
20. Reno-Tah.	+3	(1.5)
21. Portland	+2	(1)
21. Montreal	+2	(1)
23. San Diego	+1	(.5)
24. Marin	0	(0)
24. Las Gatos	0	(0)
26. Pittskut.	-1	(-.5)
27. Detroit	-3	(-1.5)
27. Cincinnati	-3	(-1.5)
29. East Bay	-5	(-2.5)
30. Sacram.	-9	(-4.5)
31. Carmel	-13	(-6.5)
32. San Fran.	-17	(-8.5)

1. New York	+96%
2. Philadelph.	+58%
3. Newp. Beach	+43%
4. Los Angeles	+29%
5. Wash. D.C.	+28%
6. Boston	+23%
7. London	+19%
8. Vancouver	+18%
9. Seattle	+11%
10. Carmel	+6%
11. Atlanta	-3%
12. Palo Alto	-10%
13. New Orl.	-20%
14. Pittsburgh	-22%
14. Chicago	-22%
16. Sacramento	-25%
17. Minneapolis	-30%
18. Marin	-34%
19. Santa Barb.	-38%
20. San Franc.	-39%
21. Cincinnati	-52%
22. Reno-Tahoe	-55%
23. Portland	-57%
24. Detroit	-80%
25. San Diego	-88%

* less than one yr.

usually net increase (based on average rate for the size of the center)

Northwest & Hawaii

(+) over or (-) under ave.

1. Portland (5 yrs) +5
2. Seattle (6 yrs) +1
3. Vancouver (3 yrs) -2.7
4. Hawaii (4 mo.) -3.3

West Coast & Mexico

- No. Calif. {
1. San Franc. ('75-'79) +5.5
 2. Reno-Tahoe ('75-'79) -0.25
 3. Carmel ('75-'79) -3.4
 4. Sacram. (6 yrs) -4
 5. Palo Alto (4 yrs) -5.2
 6. Marin (3 yrs) -10.
 7. East Bay (1 yr.) -11.
 8. Las Gatos (1 yr.) -18

- So. Calif. & Mex {
1. San Diego (6 yrs) +2
 2. Mexico (1/2 yrs) +1.1
 3. Santa Barb. (5 yrs) +1.
 4. Los Angeles ('75-'79) +0.2
 5. Newport Beach (4 yrs) -3.5

East, Midwest & South

1. Atlanta (4 yrs) +4.2
2. Chicago (3 yrs) +3.6
3. Minneap. (3 yrs) +3.
4. Boston (3 yrs) +2.
5. Wash., D.C. (4 yrs) +1.7
6. New OrL. (3 yrs) +1.4
7. New York (3 yrs) +0.6
8. Cincinn. (3 yrs) +0.5
9. Kan. City (3/4 yrs) +0.4
10. Detroit (3 yrs) -1.3
11. New Haven (1 yr.) -5.
12. Philadel. (3 yrs) -5.7
13. Montreal (2 yrs) -8.
14. Baltimore (1 yr.) -9.
16. Toronto (1 yr.) -10.

Europe

1. London (2 yrs) +10
2. Paris (1 yr.) +4
3. Copenh. (2 1/3 yrs) +0.9
4. Frankfurt (1/2 yrs) -1
5. Stockholm (1 1/3 yrs) -3.3
6. Amsterd. (3/4 yrs) -3.5
7. Munich. (1.5 yrs) -7.

Discontinued

1. Salt Lake (2 yrs) +3
1. Dallas (2 yrs) +3
3. Denver (3 yrs) +0.3
3. Phoenix (3 yrs) +0.3
5. Houston (2 1/2 yrs) 0
6. Miami (2 yrs) -0.5
7. St. Petersburg (1 2/3 yrs) -4.2
7. St. Louis (1 2/3 yrs) -4.2
9. Milwauk. (1 1/2 yrs) -5.3
10. Clevel. (1 2/3 yrs) -5.4
11. Santa Cruz (1 1/3 yrs) -6.
12. Buffalo (1 2/3 yrs) -6.9
13. La Jolla (1/2 yrs) -8
14. Pasadena (1 yr) -10
14. Moscow (1 yr.) -10

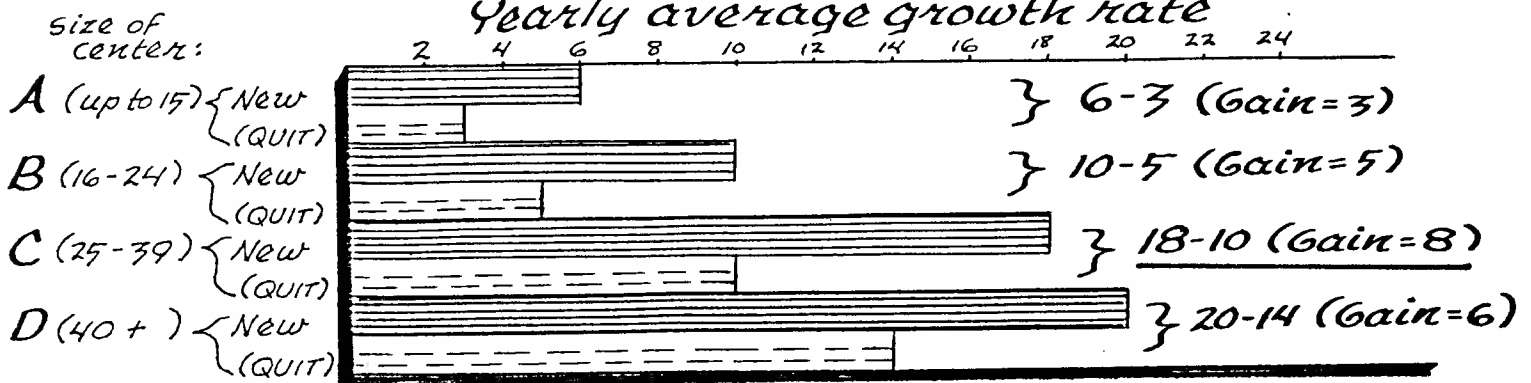
Growth of Centers > The number of students within a center often determines the growth rate.

Size criteria:

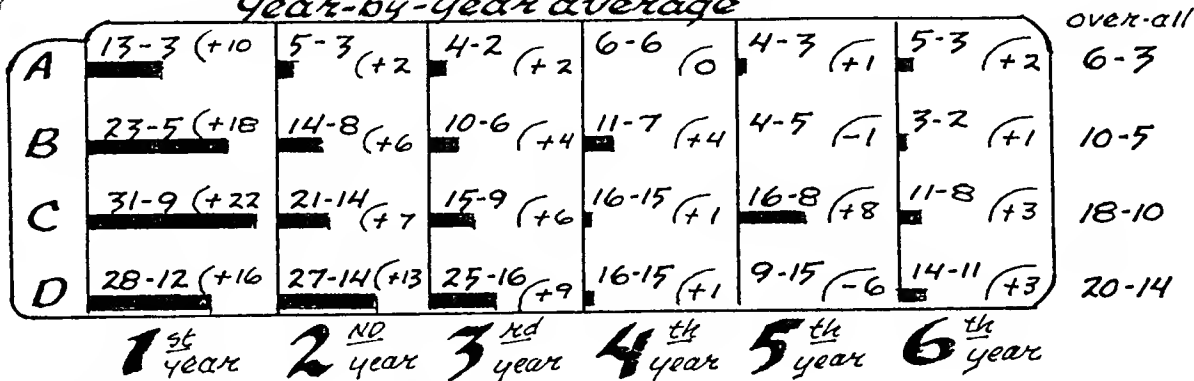
(A) > up to 15 members (B) > from 16-24 members

(C) > from 25-39 members (D) > 40 or more members

Yearly average growth rate

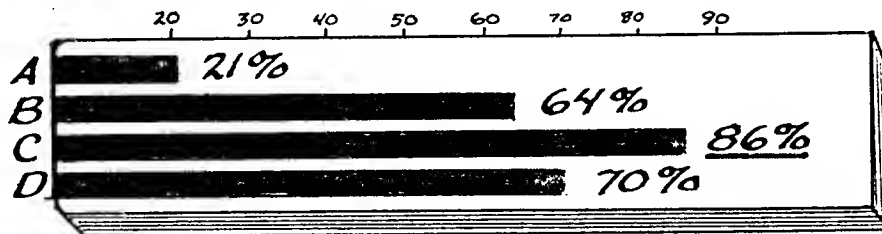


Year-by-year average

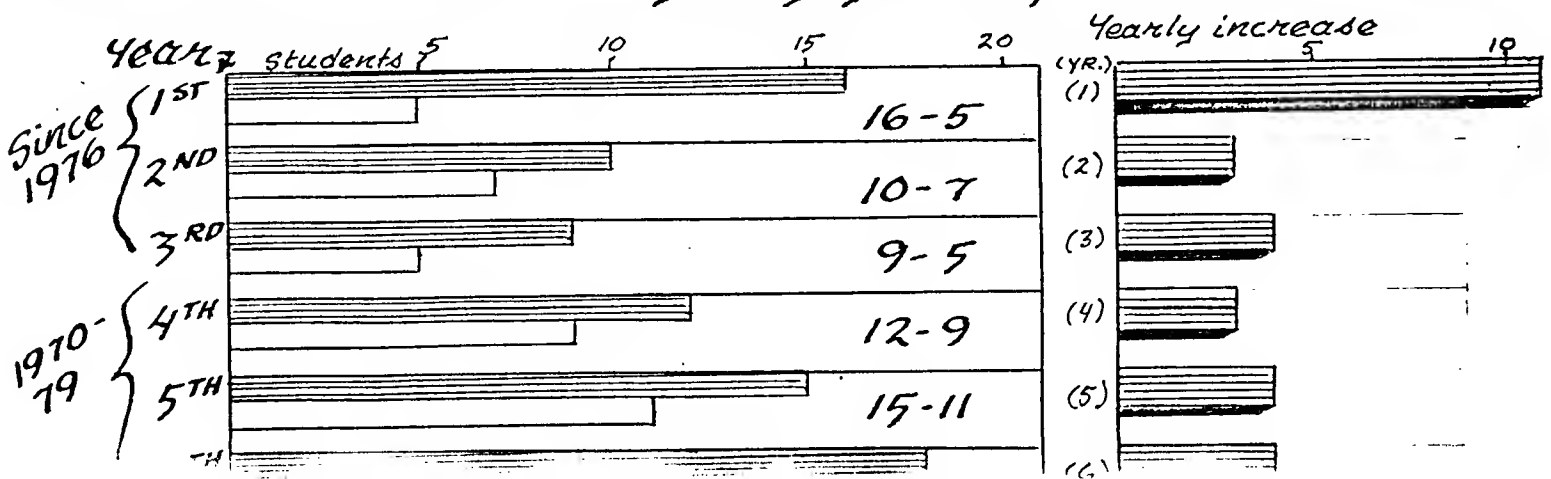


* Excluding the San Francisco Center

Possibility of 10 or more New Students a year



All Centers combined yearly growth patterns (for 6 years)



Centers whose growth rates have decreased significantly:

1. Portland: 1976-77 increase = +15 }
 78-79 " = +2 } down 87%

2. San Diego: 1976-77 increase = +20 }
 78-79 " = +1 } down 95%

3. Atlanta: 1976-77 increase = +36 }
 78-79 " = +13 } down 64%

4. Wash, D.C. 1976-77 increase = +44 }
 78-79 " = +5 } down 89%

5. Pittsburgh: 1976-77 increase = +23 } (over 100%
 78-79 " = -1 } decrease)

6. Detroit * 1976-77 increase = +15 }
 78-79 " = +1 } down 94%

7. Toronto * 1978 increase = +12 }
 1979 " = +6 } down 50%

8. Cincinnati * 1976-77 increase = +12 } (over 100%
 78-79 " = -3 } decrease)

9. New Orleans: * 1976-77 increase = +16 }
 78-79 " = +8 } down 50%

10. London: 1978 increase = +41 }
 1979 " = +13 } down 68%

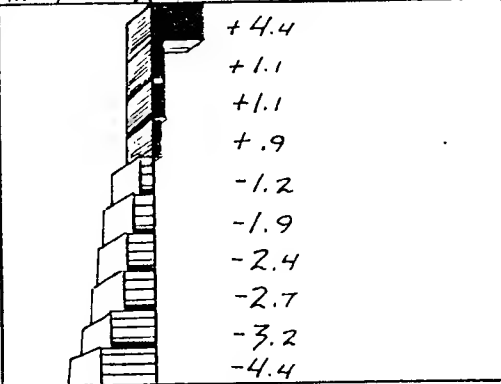
11. Carmel: 1976-77 increase = +4 } (over 100%
 78-79 " = -13 } decrease)

* Partial
 year averaged
 to full year

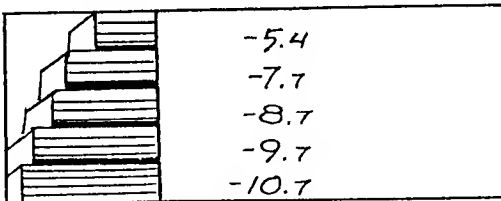
West

less than average | more than average
-12 -9 -6 -3 +3 +6 +9 +12 +15 +18 +21 +24 +27

- 1 (9) *Vancou.*
- 2 (15) *Seattle*
- 3 (15) *Los Ang.*
- 4 (17) *Newp. B.*
- 5 (20) *San Dieg.*
- 6 (21) *Palo Alto*
- 7 (22) *Portland*
- 8 (23) *Santa B.*
- 9 (24) *Marin*
- 10 (25) *Las Gatos*



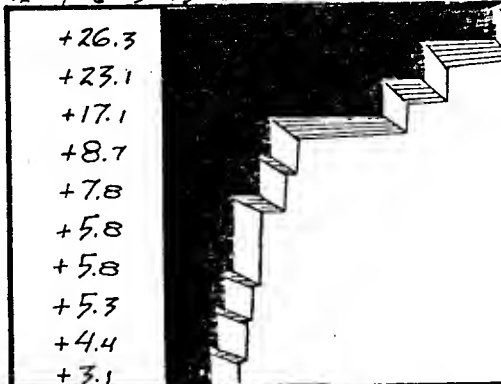
- 11 (26) *Reno-Tah.*
- 12 (27) *San Fran.*
- 13 (28) *Carmel*
- 14 (29) *East Bay*
- 15 (30) *Sacram.*



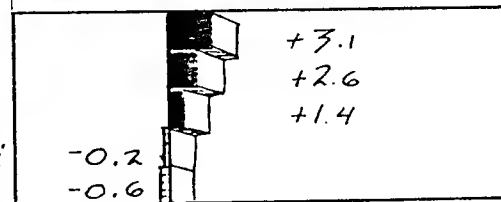
East, MIDWEST, SOUTH, EUROPE

-12 -9 -6 -3 +3 6 9 12 15 18 21 24 27

- 1 (1) *Paris*
- 2 (2) *London*
- 3 (3) *Munich*
- 4 (4) *New York*
- 5 (5) *Chicago*
- 6 (6) *Atlanta*
- 7 (6) *Wash. D.C.*
- 8 (8) *New Hav.*
- 9 (9) *Boston*
- 10 (11) *Toronto*



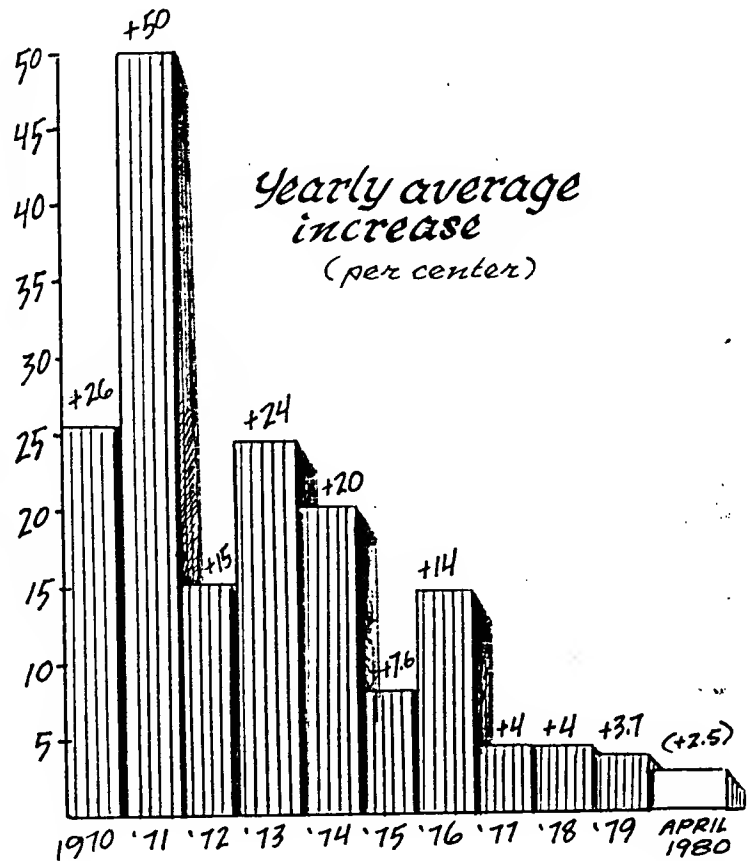
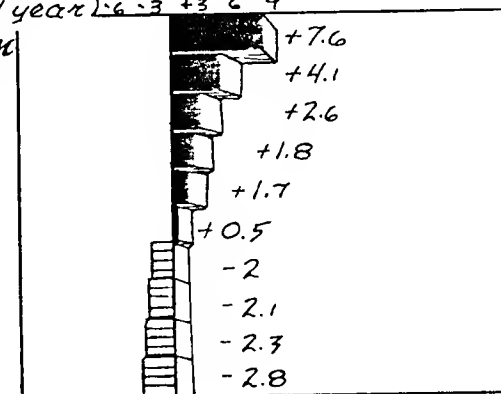
- 11 (11) *Minneap.*
- 12 (13) *New Orl.*
- 13 (14) *Philadel.*
- 14 (18) *Cincinnati*
- 15 (19) *Detroit*



New Centers

(Projected to full year) -6 -3 +3 6 9

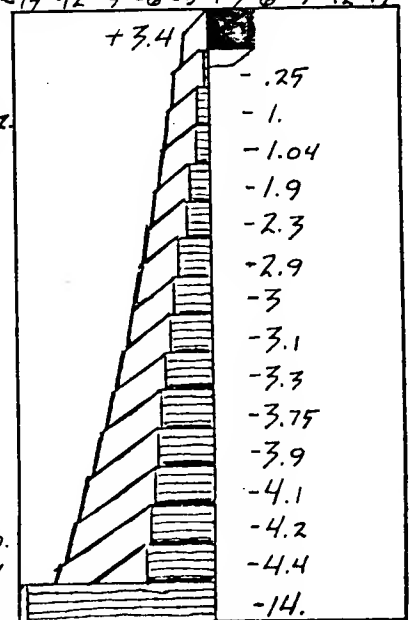
- 1 *Copenhagen*
- 2 *Mexico City*
- 3 *Kans. City*
- 4 *Baltimore*
- 5 *Amsterdam*
- 6 *Montreal*
- 7 *Stockholm*
- 8 *Frankfort*
- 9 *St. Louis*
- 10 *Hawaii*



Discontinued Centers~

-15 -12 -9 -6 -3 +3 6 9 12 15

1. *Miami*
2. *Salt Lake*
3. *Santa Cruz*
4. *Houston*
5. *St. Louis*
6. *Phoenix*
7. *Denver*
8. *Moscow*
9. *Dallas*
10. *Milwauk.*
11. *Hawaii*
12. *La Jolla*
13. *Buffalo*
14. *St. Petersburg*
15. *Cleveland*
16. *Pasadena*



year entered	NUMBER at end of 1979	% to QUIT	QUITTING in 1980*
1979	312	16%	50
1978	193	7%	14
1977	205	5%	10
1976	240	4%	10
1975	82	2%	3
1974	159	10%	16
1973	102	8%	8
1972	26	2%	1
1971	17	0	0
1970	10	0	0

% BASED ON PAST AVERAGES

* not including those who join during 1980

* Estimate **64** students who joined in 1978 and 1979 will quit.

* Estimate **48** students who have been in 2 years or longer will quit.

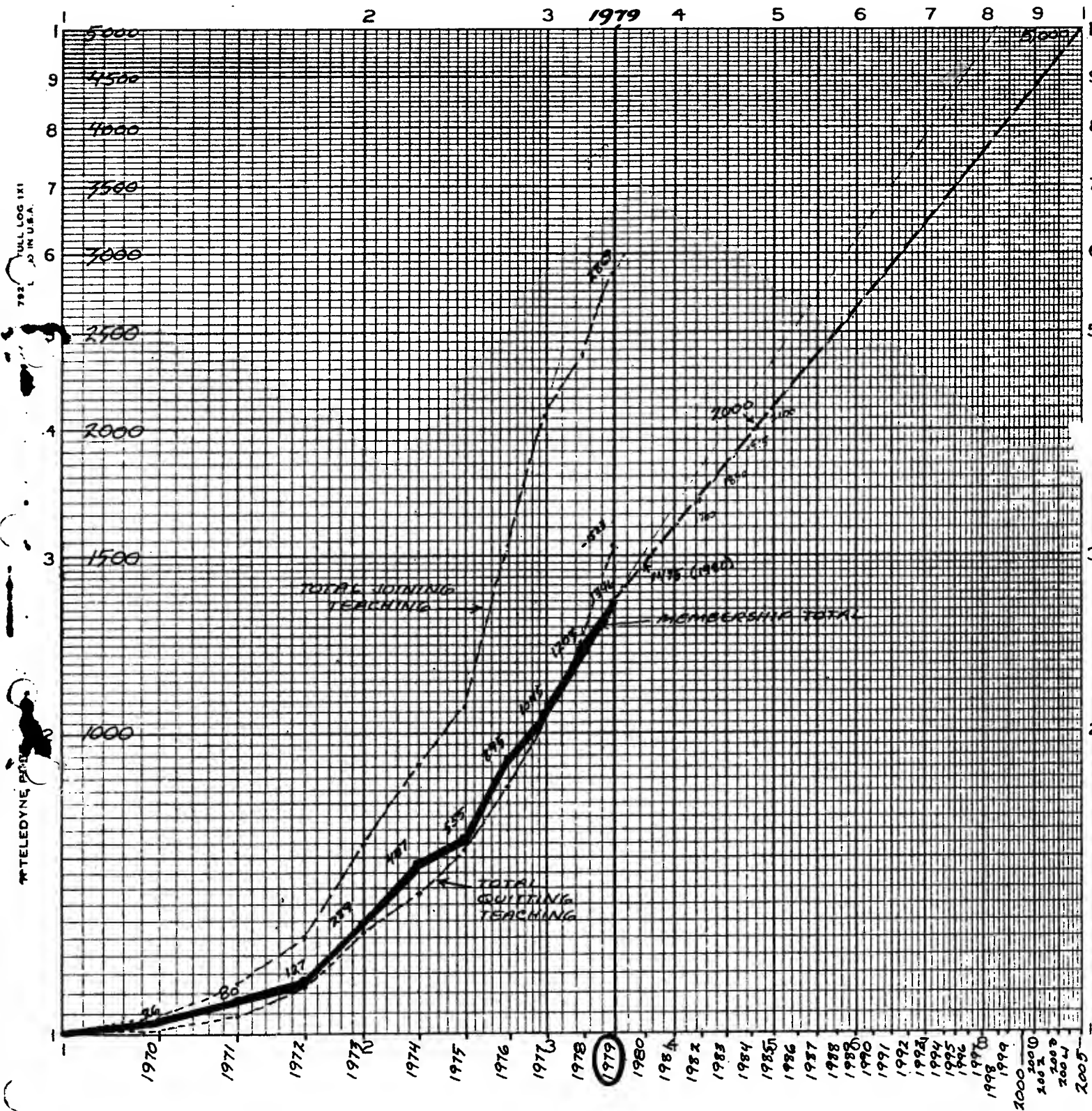
* Of those in the teaching at the end of 1979 the estimate is that 112 will quit during 1980. (If the quitting percentage of 1979 is repeated in 1980 - **136** will leave. This does not count those who join in 1980)

- In 1979 484 joined the teaching. At the end of 1979 there were 312 left. That means **36%** quit. (This compares with 15% of the 1978 students who had quit by the end of 1978.)

PREDICTIONS FOR GROWTH in 1980

	Estimated total 1980 increase	Estimated membership 12/31/1980
A. If increases continue at the present 1980 rate (through April)	> 105	1451
B. During 1979 the last 6 months grew faster by 149% compared to the first 6 months. If this pattern repeats this year...	> 182	1528
C. If growth occurs according to past average for all centers (regardless of centers' size)...	> 189	1535
D. If growth occurs according to: (A) the size of the centers, and (B) the number of years in existence (for each center)...	> 163	1509
E. This is a RECESSION year. During the last recession year (1975) growth decreased by 32% compared to the year before...	> 98	1444

Growth Projection (1970-2005)



ESTIMATES and PREDICTIONS (1980)

Quitting estimates:

year entered	Number at end of 1979	ESTIMATED % to QUIT	ESTIMATED QUITTING in 1980*
1979	312	16%	50
1978	193	7%	14
1977	205	5%	10
1976	240	4%	10
1975	82	2%	3
1974	159	10%	16
1973	102	8%	8
1972	26	2%	1
1971	17	0	0
1970	10	0	0

% BASED ON PAST AVERAGES

* not including those who join during 1980

* Estimate **64** students who joined in 1978 and 1979 will quit.

* Estimate **48** students who have been in 2 years or longer will quit.

* Of those in the teaching at the end of 1979 the estimate is that 112 will quit during 1980. (If the quitting percentage of 1979 is repeated in 1980 - **136** will leave. This does not count those who join in 1980.)

- In 1979 484 joined the teaching. At the end of 1979 there were 312 left. That means **36%** quit. (This compares with 15% of the 1978 students who had quit by the end of 1978.)

PREDICTIONS FOR GROWTH in 1980

	Estimated total 1980 increase	Estimated membership 12/31/1980
A. If increases continue at the present 1980 rate (through April)	105	1451
B. During 1979 the last 6 months grew faster by 149% compared to the first 6 months. If this pattern repeats this year...	182	1528
C. If growth occurs according to past average for all centers (regardless of centers' size)...	189	1535
D. If growth occurs according to: (A) the size of the centers, and (B) the number of years in existence (for each center)...	163	1509
E. This is a RECESSION year. During the last recession year (1975) growth decreased by 32% compared to the year before...	98	1444

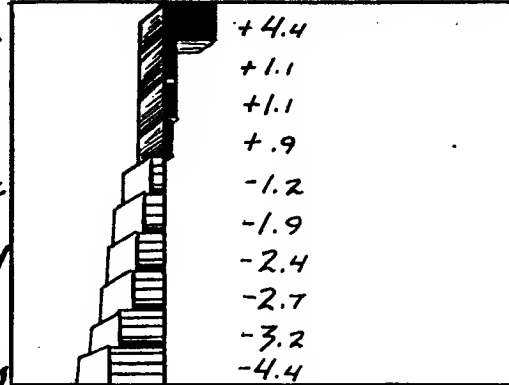
Centers

YEARLY NET INCREASE (compared to average)

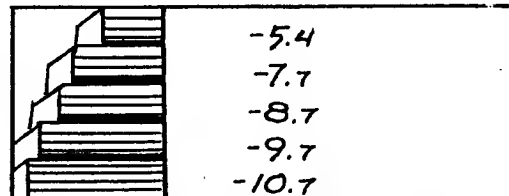
West

less than average / more than average
-12 -9 -6 -3 +3 +6 +9 +12 +15 +18 +21 +24 +27

- 1 (9) *Vancou.*
- 2 (15) *Seattle*
- 3 (15) *Los Ang.*
- 4 (17) *Newp. B.*
- 5 (20) *San Dieg.*
- 6 (21) *Palo Alto*
- 7 (22) *Portland*
- 8 (23) *Santa B.*
- 9 (24) *Marin*
- 10 (25) *Las Gatoo*

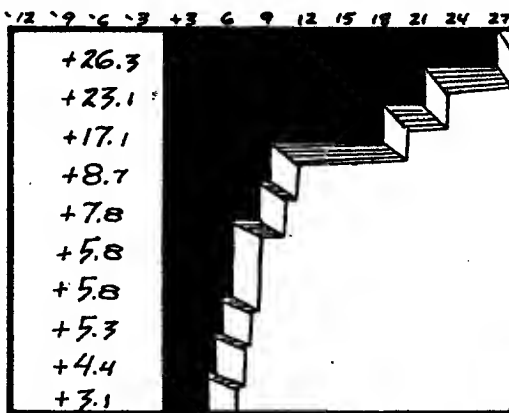


- 11 (26) *Reno-Tah.*
- 12 (27) *San Fran.*
- 13 (28) *Carmel*
- 14 (29) *East Bay*
- 15 (30) *Sacram.*

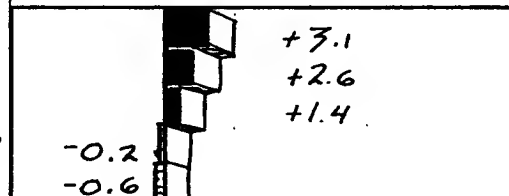


East, MIDWEST, SOUTH, EUROPE

- 1 (1) *Paris*
- 2 (2) *London*
- 3 (3) *Munich*
- 4 (4) *New York*
- 5 (5) *Chicago*
- 6 (6) *Atlanta*
- 7 (6) *Wash. D.C.*
- 8 (8) *New Hav.*
- 9 (9) *Boston*
- 10 (11) *Toronto*



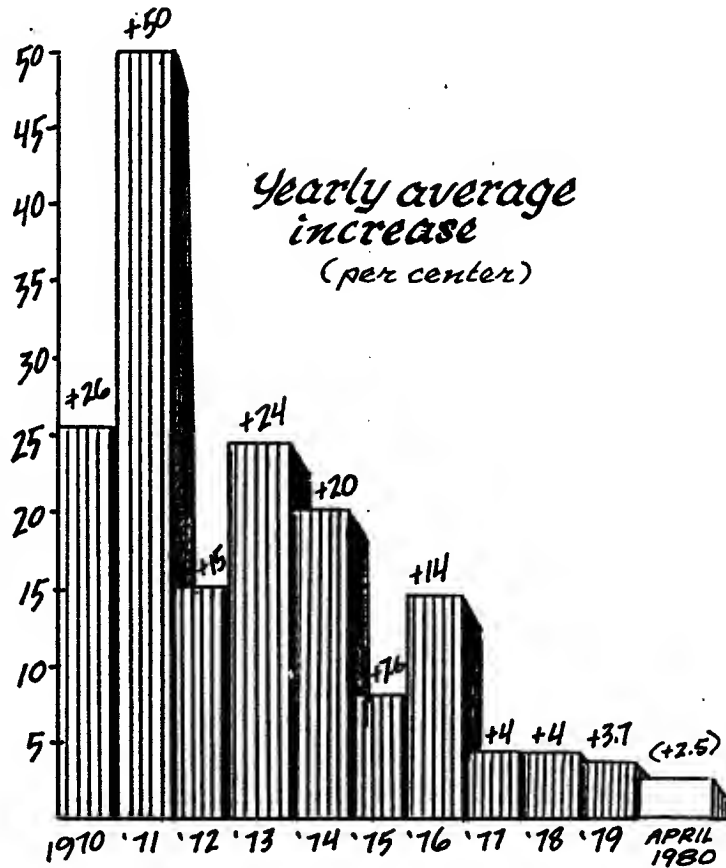
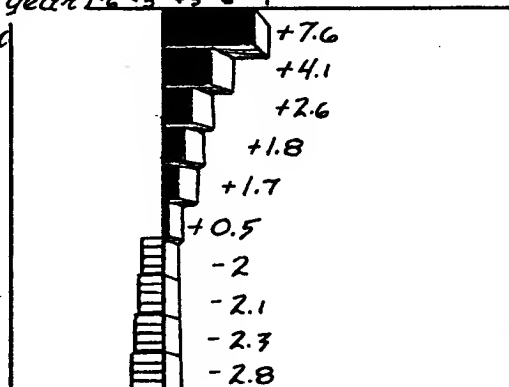
- 11 (11) *Minneap.*
- 12 (13) *New Orl.*
- 13 (14) *Philadel.*
- 14 (18) *Cincinnati*
- 15 (19) *Detroit*



New Centers

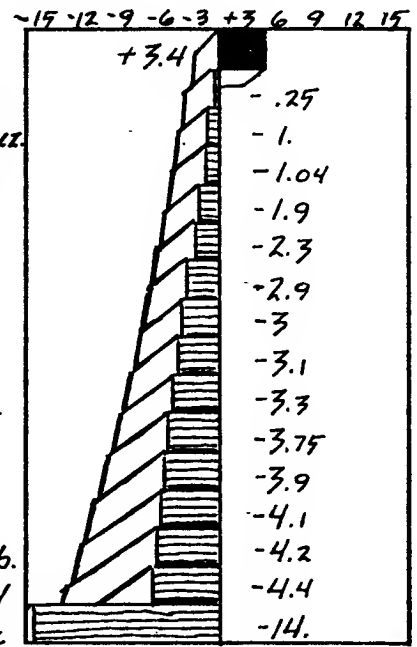
(Projected to full year) -6 -3 +3 6 9

- 1 *Copenhagen*
- 2 *Mexico City*
- 3 *Kans. City*
- 4 *Baltimore*
- 5 *Amsterdam*
- 6 *Montreal*
- 7 *Stockholm*
- 8 *Frankfort*
- 9 *St. Louis*
- 10 *Hawaii*



Discontinued Centers ~

- 1 *Miami*
- 2 *Salt Lake*
- 3 *Santa Cruz*
- 4 *Houston*
- 5 *St. Louis*
- 6 *Phoenix*
- 7 *Denver*
- 8 *Moscow*
- 9 *Dallas*
- 10 *Milwauk.*
- 11 *Hawaii*
- 12 *La Jolla*
- 13 *Buffalo*
- 14 *St. Petersburg*
- 15 *Cleveland*
- 16 *Pasadena*



Centers

Centers whose growth rates have decreased significantly:

1. Portland: 1976-77 increase = +15 }
 78-79 " = +2 } down 87%
2. San Diego: 1976-77 increase = +20 }
 78-79 " = +1 } down 95%
3. Atlanta: 1976-77 increase = +36 }
 78-79 " = +13 } down 64%
4. Wash, D.C. 1976-77 increase = +44 }
 78-79 " = +5 } down 89%
5. Pittsburgh: 1976-77 increase = +23 }
 78-79 " = -1 } (over 100% decrease)
6. Detroit * 1976-77 increase = +15 }
 78-79 " = +1 } down 94%
7. Toronto * 1978 increase = +12 }
 1979 " = +6 } down 50%
8. Cincinnati * 1976-77 increase = +12 }
 78-79 " = -3 } (over 100% decrease)
9. New Orleans: * 1976-77 increase = +16 }
 78-79 " = +8 } down 50%
10. London: 1978 increase = +41 }
 1979 " = +13 } down 68%
11. Carmel: 1976-77 increase = +4 }
 78-79 " = -13 } (over 100% decrease)

* Partial
 year averaged
 to full year

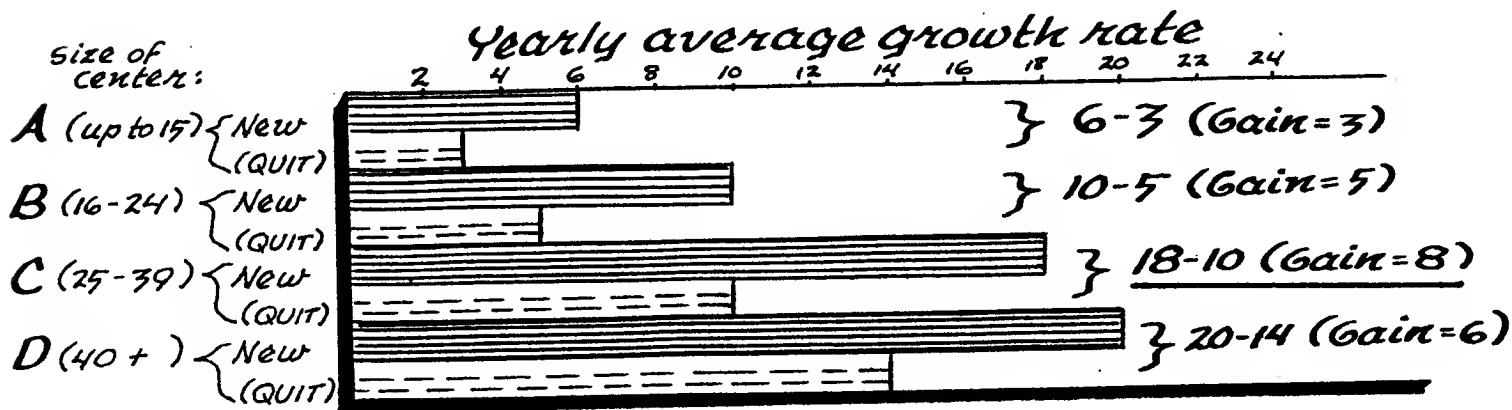
Centers

Growth of Centers > The number of students within a center often determines the growth rate.

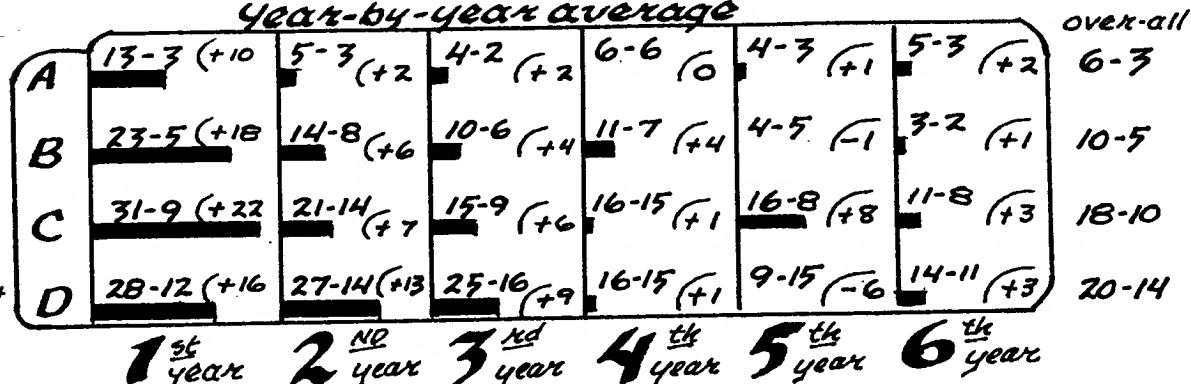
Size criteria:

(A) up to 15 members (B) from 16-24 members

(C) from 25-39 members (D) 40 or more members

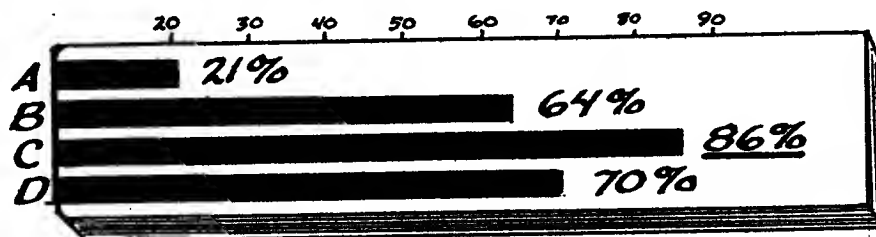


Year-by-year average

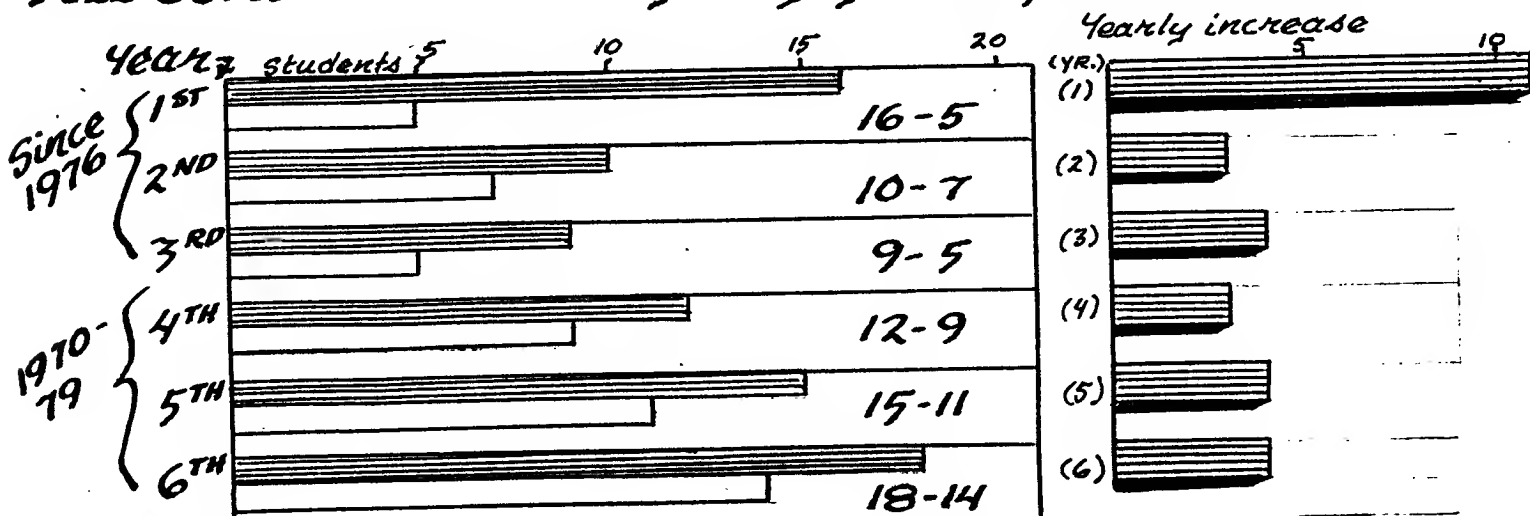


* excluding the San Francisco Center

Possibility of 10 or more new students a year



All Centers combined yearly growth patterns (for 6 years)



Centers

Yearly net increase (based on average rate for the size of the center)

Northwest & Hawaii

(+)over or (-)under

- ave.
1. Portland (5 yrs) +5
 2. Seattle (6 yrs) +1
 3. Vancouver (3 yrs) -2.7
 4. Hawaii (4 mo.) -3.3

West Coast & Mexico

- No. Calif.
1. San Franc. ('75-'79) +5.5
 2. Reno-Tahoe ('75-'79) -0.25
 3. Carmel ('75-'79) -3.4
 4. Sacram. (6 yrs) -4
 5. Palo Alto (4 yrs) -5.2
 6. Marin (3 yrs) -10.
 7. East Bay (1 yr.) -11.
 8. Las Gatos (1 yr.) -18

- So. Calif. & Mex.
1. San Diego (6 yrs) +2
 2. Mexico (1/2 yr.) +1.1
 3. Santa Barb. (5 yrs) +1.
 4. Los Angeles ('75-'79) +0.2
 5. Newport Beach (4 yrs) -3.5

East, Midwest & South

1. Atlanta (4 yrs) +4.2
2. Chicago (3 yrs) +3.6.
3. Minneap. (3 yrs) +3.
4. Boston (3 yrs) +2.
5. Wash., D.C. (4 yrs) +1.7
6. New Orl. (3 yrs) +1.4
7. New York (3 yrs) +0.6
8. Cincinn. (3 yrs) +0.5
9. Kan. City (3/4 yr) +0.4
10. Detroit (3 yrs) -1.3
11. New Haven (1 yr.) -5.
12. Philadel. (3 yrs) -5.7
13. Montreal (2 yrs) -8.
14. Baltimore (1 yr.) -9.
16. Toronto (1 yr.) -10.

Europe

1. London (2 yrs) +10
2. Paris (1 yr.) +4
3. Copenh. (2 1/3 yrs) +0.9
4. Frankfurt (1/2 yr.) -1
5. Stockholm (1 1/3 yrs) -3.3
6. Amsterd. (3/4 yr.) -3.5
7. Munich. (1.5 yrs) -7.

Discontinued

1. Salt Lake (2 yrs) +3
1. Dallas (2 yrs) +3
3. Denver (3 yrs) +0.3
3. Phoenix (3 yrs) +0.3
5. Houston (2 1/2 yrs) 0
6. Miami (2 yrs) -0.5
7. St. Petersburg (1 1/3 yrs) -4.2
7. St. Louis (1 1/3 yrs) -4.2
9. Milwauk. (1 1/2 yrs) -5.3
10. Clevel. (1 1/3 yrs) -5.4
11. Santa Cruz (1 1/3 yrs) -6.
12. Buffalo (1 1/3 yrs) -6.9
13. La Jolla (1/2 yr) -8
14. Pasadena (1 yr) -10
14. Moscow (1 yr.) -10

Centers

Net INCREASE
(12 mo. 5/79-4/80)

2-year total

New Students
(Percent change over 3 yrs.)

1. Paris	+26
2. New York	+19
3. Munich	+18
4. Philadelphk.	+14
5. Boston	+11
6. London	+10
7. Toronto	+10
8. Vancouv.	+6
9. Palo Alto	+6
10. Copenhk.	+6
11. Portland	+5
11. Kansas C.	+5
13. Reno-Tah.	+4
13. San Diego	+4
13. Santa Bar.	+4
13. Santa Cr.	+4
13. Montreal	+4
13. Baltimore	+4
13. Mexico C.	+4
13. Seattle	+4
21. Newpt. B.	+3
21. *Amsterd.	+3
23. Minneap.	+2
23. *New Haven	+2
25. Chicago	+1
25. Detroit	+1
25. New Orl.	+1
25. St. Louis	+1
29. Los Angel.	0
29. Pittsb.	0
29. *Stockholm	0
29. *Frankfort	0
29. *Hawaii	0
34. Carmel	-1
34. Atlanta	-1
34. Cincinn.	-1
34. Marin	-1
38. Sacram.	-3
38. Wash. D.C.	-3
40. Las Gatos	-4
40. East Bay	-4
42. San Franc.	-5

		YR. AVE.
1. London	+49	(24.5)
2. Paris	+20	(10)
3. New York	+18	(9)
4. Munich	+16	(8)
4. Seattle	+16	(8)
6. Chicago	+14	(7)
7. Atlanta	+13	(6.5)
7. Minneap.	+13	(6.5)
9. Los Angel.	+12	(6)
9. New Orl.	+12	(6)
11. Boston	+11	(5.5)
12. Toronto	+10	(5)
13. Palo Alto	+8	(4)
14. Newp. Bch.	+7	(3.5)
14. New Haven	+7	(3.5)
16. Santa Bar.	+5	(2.5)
16. Wash. D.C.	+5	(2.5)
16. Philadel.	+5	(2.5)
16. Vancouv.	+5	(2.5)
20. Reno-Tah.	+3	(1.5)
21. Portland	+2	(1)
21. Montreal	+2	(1)
23. San Diego	+1	(.5)
24. Marin	0	(0)
24. Las Gatos	0	(0)
26. Pittsburt.	-1	(-.5)
27. Detroit	-3	(-1.5)
27. Cincinn.	-3	(-1.5)
29. East Bay	-5	(-2.5)
30. Sacram.	-9	(-4.5)
31. Carmel	-13	(-6.5)
32. San Fran.	-17	(-8.5)

1. New York	+96%
2. Philadelph.	+58%
3. Newp. Beach	+43%
4. Los Angeles	+29%
5. Wash. D.C.	+28%
6. Boston	+23%
7. London	+19%
8. Vancouver	+18%
9. Seattle	+11%
10. Carmel	+6%
11. Atlanta	-3%
12. Palo Alto	-10%
13. New Orl.	-20%
14. Pittsburgh	-22%
14. Chicago	-22%
16. Sacramento	-25%
17. Minneapolis	-30%
18. Marin	-34%
19. Santa Barb.	-38%
20. San Franc.	-39%
21. Cincinnati	-52%
22. Reno-Tahoe	-55%
23. Portland	-57%
24. Detroit	-80%
25. San Diego	-88%

*less than one yr.

5/80 (from figures through April, 1980)

CITADEL® DATA NO. 636

New Students (one year period-ending April 20, 1980)

	1	2	3	4	5	6	7	8	9
1	New York		49						
2	Paris		44						
3	London		37						
4	Munich		27						
5	Boston		21						
6	Toronto		20						
7	Los Angeles		20						
8	Seattle		15						
9	Philadelphia		14						
10	Vancouver		13						
11	Wash. D.C.		13						
12	Chicago		11						
13	Portland		11						
14	Montreal		11						
15	San Francisco		11						
16	New Orleans		10						
17	Minneapolis		9						
18	Atlanta		9						
19	(Mise.)		8						
20	Sacramento		8						
21	Palo Alto		8						
22	Newport B.		7						
23	Santa Barb.		7						
24	New Haven		7						
25	Kansas City		6						
26	San Diego		6						
27	Reno		6						
28	East Bay		6						
29	(Copenhagen)		(6)						
30	Detroit		5						
31	Marin		5						
32	Baltimore		5						
33	(Amsterdam)		(5)						
34	(Mexico City)		(4)						
35	Carmel		4						
36	Las Gatos		3						
37	Cincinnati		1						
38	St Louis		1						
39	(Stockholm)		(0)						
40	(Hawaii)		(0)						
41	(Frankfort)		(0)						
42									
43									
44									
45									
46									
47									
48									
49									
50									

*New Students
(12 Mo. Ave. No.)*

1. Europe 29.7
2. Eastern U.S. 16.6
3. Eastern Canada 15.5
4. Northwest 13
(INCLUDING VANCOUVER)
5. The South 9.5
6. Southern Calif. 8.8
7. Northern Calif. 6.4
8. The Midwest 5.5

Centers ~

*New Centers - since July, 1976 (26 centers)
Average 9 new students (the first year)
" 12 " (the second year)
(An average of 11 leave the teaching)
The net increase is 10 (over two years)
~ Before July, 1976 the increase was 30
(for the 1st two years)*

*170 students now reside within Europe
361 live within the eastern U.S.
(including the South & eastern
Canada)
850 live within the western U.S.
(including western Canada
and Mexico)*

*2,996 people have joined the teaching
46% remain (1381)*

*Out of 10 new students
~ after one year = 7 remain
" 2 years = 6 "
" 3 " = 5 "
" 4 " = 5 "
" 5 " = 4 "
" 6 " = 4 "
" 7 " = 3 "
" 8 " = 2 "*

Sex: 60% Male, 40% Female

*Harold Winkelman
Amsterdam 5/80*